

Message Text

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PAGE 01 TEHRAN 06701 152251Z
ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-08 /019 W
-----049661 161458Z /43

R 131139Z JUL 78
FM AMEMBASSY TEHRAN
TO SECSTATE WASHDC 9371
INFO AMEMBASSY CAIRO
AMCONSUL ALEXANDRIA

UNCLAS TEHRAN 06701

E.O. 11652: N/A
TAGS: BEXP, APER,IR
SUBJ: FSL E/C SPECIALISTS REGIONAL SEMINAR

REF: STATE 165912

1. EMBASSY WOULD LIKE TO NOMINATE MRS. ARPIK MELIKIAN, FOR
REGIONAL SEMINAR.

2. MRS MELIKIAN HAS BEEN WORKING AT EMBASSY SINCE 1950. SHE
JOINED COMMERCIAL SECTION AT THAT TIME AS TYPIST, ADVANCED TO
SECRETARY AND COMMERCIAL LIBRARIAN, 1955-65. IN 1965 SHE WAS
MADE EXECUTIVE SECRETARY TO ASSISTANT COMMERCIAL ATTACHE AND
TRANSLATOR FOR SECTION IN ADDITION TO LIBRARIAN. SHE WAS GIVEN
COMMERCIAL SPECILIST POSITION IN 1972 AND PROMOTED TO FSL-12/4
IN 1978 (TOP FSL GRADE IS 13).

3. NOMINATION OF MRS MELIKIAN SHOULD NOT BE CONSIDERED REWARD
FOR MANY YEARS' CONSCIENTIOUS SERVICE, ALTHOUGH SHE HAS IN FACT
SERVED LONGER THAN ANY OTHER IRANIAN CURRENTLY IN SECTION. MRS
MELIKIAN HAS EXTENSIVE CONTACTS AMONG IRANIAN IMPORTERS WHICH
FACILITATES PREPARATION OF WTDR AND ADS REPORTS AND ALSO GENERATES
MANY TOP INQUIRIES. SHE HAS EXTENSIVE KNOWLEDGE OF IRANIAN
COMPANIES, LEADING BUSINESSMEN, ADDRESSES AND PRDUCT LINES, AN
INVALUABLE ASSET IN ABSENCE OF LOCAL TELEPHONE DIRECTORY OR
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CHAMBER OF COMMERCE LISTINGS. AS ONE OF TWO COMMERCIAL LIBRARIANS
SHE ANSWERS SOME 30 TELEPHONE INQUIRIES AND GREETES SOME 25 BUSINESS
VISITORS PER DAY. SHE IS USUALLY ABLE TO ANSWER THESE INQUIRIES
HERSELF WITHOUT REFERRAL TO OTHER OFFICERS, AND HER EXPERTISE AND
FRIENDLINESS IN DOING SO MAKE FAVORABLE IMPRESSION ON MANY VISITORS.
MRS MELIKIAN HAS COMPLETED ONLY FIRST THREE LESSONS OF FSL
CORRESPONDENCE COURSE WHEN SHE WAS FORCED TO DISCONTINUE FOR

PERSONAL REASONS. SHE ATTENDED 1968 REGIONAL SEMINAR HELD IN TEHRAN. EMBASSY BELIEVES THAT LONG DAILY EXPERIENCE WITH COMMERCIAL WORK MAY BE CONSIDERED EQUIVALENT OF CORRESPONDENCE COURSE AND THUS QUALIFY MRS MELIKIAN FOR SEMINAR.

4. OF AREAS MENTIONED PARA 5 REFTTEL, FIRST PRIORITY FOR MRS MELIKIAN'S POSITION WOULD BE LIBRARY PROGRAMS, PARTICULARLY NEW MICHROPICHE CATALOG READER AND PUBLICATION PROCUREMENT. UPDATE OF NEW DEVELOPMENTS IN WTDR, ADS, TOP AND FGT PROGRAMS ALSO VERY IMPORTANT, IN VIEW OF TEHRAN'S WORKLOAD IN THESE AREAS AND DIFFICULTIES IN OBTAINING INFO FOR TIMELY SUBMISSIONS. INVESTMENT OPPORTUNITIES, MARKET RESEARCH AND FBP RELATIVELY LESS IMPORTANT.

5. IF NOMINATION MRS MELIKIAN ACCEPTED, REQUEST EARLY NOTIFICATION SO THAT LEAVE SCHEDULES OTHER FSLs CAN BE ADJUSTED IF NECESSARY.
NAAS

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